

CHEMIST & DRUGGIST

The newsworthy for pharmacy

a Benn publication


June 5 1982

Unichem launch pension plan with 'extras' for members

Boots' retail profits down by 17.4 pc

ASTMS may seek Commons debate on emergency pay

Another script label system developed by pharmacists



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CHEMIST & DRUGGIST

Incorporating Retail Chemist

June 5, 1982

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CONTENTS

Unichem launch a pension plan

With "extras" for members 1020

Another computer labelling system

Designed by pharmacists 1021

C&D Assistant of the Year

A message from last year's winner 1022

Debate on hospital emergency pay?

ASTMS Parliamentary activity 1044

Fall in Boots' retail profits

Down by 17.4pc on the year 1046

Comment 1019

Topical Reflections by Xrayser 1023

Prescription specialities 1023

Counterpoints 1025

Statutory Committee 1032

PSNI Council 1036

Country Counter 1041

People; deaths 1043

News extra 1044

Letters 1045

Business news 1046

Market news 1048

Coming events 1048

Classified advertisements 1049

COMMENT

Search begins

Enclosed with this issue is a further entry form for the C&D Chemist Assistant of the Year Competition — and on p1022 are a few words of encouragement to new contestants from last year's winner, Anne Slater. However, the best words of encouragement must come from the assistant's own pharmacist, because the organisers' experience has always been that the assistants themselves are modest and never realise that their talents are, perhaps, just what we are looking for.

So what are we looking for? Simply good, all-round assistants who are a credit to their pharmacies. The first hurdle is the questionnaire on the entry form: the questions are not too demanding, but some thought should certainly be given to the last since this is the "tie-breaker" which will determine the entrants called for interview at regional finals.

The regional finals are arranged by ICML wholesalers (from whom extra entry forms may be obtained) and many of these events are associated with a business or social occasion — at the very least, we find that the contestants enjoy the spirit of friendly rivalry and the opportunity to meet others from "their

side of the counter." Three prizes of £100, £50 and £25 are awarded at this level.

The winners go forward to the national final, held at the Sheraton Skyline Hotel, Heathrow Airport, on November 25. Anyone who has read the interviews with the finalists in previous years will recognise that this is a day to remember — win or not. For the winner there is a further prize of £1,000, with £500 and £250 for the second and third.

But all that is a long way off, and the first step is to enter. Just taking that step puts the contestant in to a draw for one of 12 Sanyo cassette recorders — and the pharmacy with two or more entrants could win a Rowenta gold filter coffee maker.

If that isn't enough to stir the proprietor or manager, then consider the splendid customer reaction. Last year, a customer at Anne Slater's pharmacy told the local paper: "They [Miss Slater and the rest of the staff] are marvellous examples of good shop assistants, something that is sadly lacking in our present day supermarkets." Good service, is, however, still widely available in pharmacies, and C&D and NPA Products, the joint sponsors, would very much like to encourage its extension, and reward those who are among "the best in their class." They may be *your* staff. ■



"We've just got to win the coffee maker prize!"

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Unichem's pension plan with 'extras'

Unichem hope to launch a pension plan in the Autumn. The scheme is primarily for the benefit of the member pharmacists who are self-employed, and those working in small private companies — to fill what managing director Peter Dodd says is "a very serious gap." Its main feature for members is that 3 per cent is added to the premium paid during the first 10 years and 7 per cent thereafter, enhancing the investment in a "modern unit-linked plan."

Unichem believe this is the only scheme of its type for pharmacists and say that in common with other self-employed people, only one-in-five is likely to have a pension scheme and then it is probably inadequate.

The scheme, devised jointly by Unichem and its insurance brokers, C.E. Heath, involves investment with the Sun Alliance Assurance Group. It has been specially arranged to meet the needs of the private independent chemist.

Principal benefits

Unichem list the main attractions of the plan as:

- *Extra money added to member's investment.* For every £100 invested, an extra £3 a year will be added (members only), rising to £7 (non-members £2) a year after 10 years. All money will be invested in a modern unit-linked plan. This feature is unique to the Unichem plan, it is claimed.
- *Tax relief.* This will be at the highest rate so members are likely to get back at least £30 for every £100 invested.
- *Tax-free investment.* All money for pensions is invested in a tax-free fund so that members can obtain maximum accumulated interest. No other form of investment can compete so favourably.
- *Easy monthly deductions.* Unichem will add the agreed contribution to the member's statement and transfer the amount invested to the Sun Alliance fund.
- *Loan facilities.* Members will be able to use the pension plan to secure loans.
- *Life cover availability.* Members will be able to choose to pay some money towards life assurance which will give a higher rate of tax relief.

"We believe that a large proportion of Unichem members have not made sufficient provision for their pension requirements," says Peter Dodd. "And even if they have already put money aside

for their retirement, this new plan can be used either to supplement their existing arrangements or to replace them entirely.

"Quite simply, it is extremely unlikely that they could obtain a better deal elsewhere because Sun Alliance is already at the top of the market in the field of pension cover. This plan has been sought out and specially arranged with the needs of the private independent chemist in mind. We are confident this plan will give unbeatable value at the present time."

For members who run limited companies, special arrangements are available for their staff who wish to join a pension scheme. If the directors of these companies permit the employee pharmacist's premium to be collected via the firm's monthly Unichem statement,

full pension benefits will accrue to the employee.

However, if a non-Unichem member wishes to join the scheme, only the standard Sun Alliance terms will be passed on — that is, no 3 per cent on the premium in the first 10 years and only 2 per cent for the remaining term.

Mr Tim Astill, director of the National Pharmaceutical Association, said their pension consultants had looked very hard into the possibility of offering members a group scheme two years ago, but had concluded that no benefit would accrue to them by acting as a group. "Through Pharmacy Mutual Insurance Co, we can tailor a life assurance-linked scheme to an individual's requirements and those of his staff." PMI has always offered placement facilities and in the annual report, just issued, it is recorded that over 1,000 personal pension contracts were placed in the years 1976-81, with a total value of £705,000. PMI passes 2 per cent of the 3 per cent agent's commission back to pharmacists in the form of discount. ■

CDA report warns of legal hazards

Whatever the outcome of the appeal in the Migril case, it is now clear that an important part of the duties of a pharmacist is the monitoring of prescriptions and the correction of errors. That is said in the annual report of the Chemists Defence Association Ltd, which warns that the Migril case alone will have "a significant effect" on the Association's reinsurance terms and, in turn, on premiums (see *C&D*, May 29, p983). The report adds that reserves must be increased to take account of inflation, and to satisfy the Department of Trade that the solvency margin is adequate.

Among other claims quoted by CDA is one in which a baby's skull was penetrated by a loose slate which fell from a pharmacy roof — fortunately the wound healed quickly and the claim was settled for a "few hundred pounds."

Patients having been given medicines intended for others on two or three occasions leads CDA to warn members to review their checking procedures periodically — the patient should be asked to give name and address when medicines are handed out. It is suggested this is the time for counselling by the pharmacist: "Gone are the days of pharmaceutical mystique when the pharmacist's place was out of sight and hearing, tied to the dispensing bench."

Another warning relates to defects in premises — even those resulting in ice on pavements and forecourts, which now not only lead to personal injury claims but

also to criminal prosecution under the Health and Safety at Work Act.

Despite the high level of claims expenditure during the year, the Association showed a small overall financial surplus — £8,824 against a deficit of £2,500 in 1980.

The annual meeting is at 2pm, June 22 at the NPA headquarters, St Albans. ■

Second pharmacy for Safeway

Safeway have announced that their second pharmacy will be established in the new superstore to be opened at Verwood, Dorset, in August. The first pharmacy was in the Livingston, West Lothian, store opened in July 1981.

Verwood will be the company's 97th UK store; occupying 30,685 sq ft and with a ground sales floor area of 1,700 sq m, the store has 380 free parking spaces available. There will be 18 high-speed checkouts with one specially adapted for the disabled in wheelchairs, and a free "carry out" service allows sales assistants to carry shopping to the customers' cars. Some 130 staff will be employed. The £2.5m development also includes a community sports hall and six individual shop units.

Safeway Food Stores Ltd are planning to open some 40 superstores in a five-year period. ■

Another computer labelling system from pharmacists

The latest computer prescription labelling system to be marketed combines two well-established items of hardware — a Sharp microcomputer with screen, and an Epson printer.

Developed by two pharmacists, Michael Sprince and Michael Rubinstein, trading as Park Systems, the Style labelling system is based on the new Sharp 48K MZ80A microcomputer (comprising a typewriter-style keyboard, high resolution green monitor and cassette tape deck) directly connected to an Epson MX80T full-width printer.

The system is said to incorporate a number of unique features, such as a generic/proprietary cross-match file. Search for a product by generic name leads to the equivalent proprietary name being displayed on the screen, and vice versa. A built-in teaching program makes the system simple to use by pharmacists and staff.

The product file has over 400 names (proprietary and generic) with room for about 70 more; preparations can be added, changed or deleted by the user to tailor-make a file for the individual business. A fast-access coded file has 50 (can be increased to 70) popular products ready stored in it. Again this file can be altered to the user's requirements. Directions can be selected from the 25 commonly-used options within the memory, but complicated directions can also be handled.

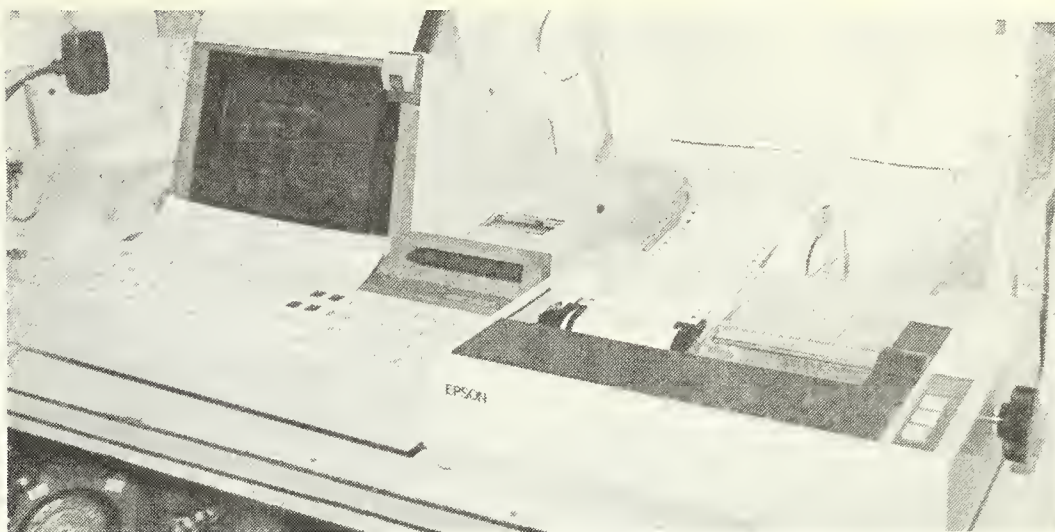
Items counted

The system keeps count of forms and items dispensed and whether they are paid or exempt. Soon to be released will be a print-out option to produce a product usage-report, enabling the pharmacist to determine stock levels. Labels can be produced in batches for stock mixtures, own-brand medicines or pre-packing.

The system can be used for accounting, VAT, wages, games, etc — inexpensive packages are available. The Sharp MZ80A can also be used as a free-standing personal computer.

A system installed is £1,075 excluding VAT and is guaranteed for 12 months with a 24-hour call-out service from Sharp engineers; thereafter the maintenance charge is £95. A label printing service is also available. Software is maintained and updated by Park Systems and special pharmacy management programs will become available later in the year. The system is also capable of expansion to encompass patient records and stock control, although priority has been given to providing the labelling package.

Park Systems are demonstrating the Style on July 7, at the Midland Hotel,



Peter Street, Manchester 2, 10am to 10pm. Demonstrations at other times can be arranged. *Park Systems, Molyneux Way, Liverpool L10 2JA (telephone 051-526 7087).* ■

New pollen forecasts

A new pollen counting and forecasting scheme for hayfever sufferers has started in the north of England.

Sponsored by Fisons Pharmaceuticals, the scheme will provide the media with data for the following day so that sufferers can be warned in advance if the pollen count is likely to be high. In the past, most counts have given average concentrations of pollen for the previous day. Well-established counting centres such as St Mary's Hospital, London, can use their long-standing records to produce good forecasts but these methods cannot easily be transferred to the north of England, because of the different weather and vegetation. The new scheme will also predict what time of day peak counts will occur.

Dr Paul Dowding, department of botany, Trinity College, Dublin, explained at a Press conference on

Tuesday that data collected over the past four years had enabled his department to develop a forecasting method based on the physiology of flowering in grasses and the behaviour of airborne particles. These processes were dependent on temperature, wind speed, rain and humidity so predictions would be largely based on weather forecasts.

Dr Dowding said that the earlier the pollen season starts the worse it is likely to be for hayfever sufferers so this season promises to be a bad one. It will probably peak by mid-June in London, two weeks later in the north.

The following environmental health officers and public health laboratories are taking part in the scheme: Merseyside (contact Mr A. Gilbert, telephone 051-424 2061), NW Lancs (Mr R. Russell, 0772-57886), Tyneside (Mr C. Cresswell, 063232-8520), Teeside (Mr W. Robson, 0325-60651), Humberside (Mr P.J. Naylor, 0482-222586), Bradford (Mr F. Bilney, 0274-29577), Leeds (Dr G. Gibson, 0532-645011), S. Yorks (Mr E. Fuller, 0709-73731). Manchester and Cumbria are awaiting local government approval.

If successful, the scheme will operate nationally next year. ■

Warning about freezing vaccines

A warning about the risks of vaccines freezing in domestic refrigerators was given during a symposium on immunisation last week.

Mr P.A. Knight, head of bacteriological products quality control, Wellcome Research Laboratories, said it was not uncommon for material stored close to the cooling element to be exposed to many cycles of freezing and thawing as the temperature fluctuated throughout the day and night. Killed bacterial vaccines were particularly vulnerable because of the adjuvants contained to improve the antigenic response. Freezing the adjuvant changed its structure from an amorphous gel to a crystalline form which trapped the antigen, thereby reducing the vaccine's potency. The effect could be seen as increased sedimentation of the vaccine.

For most adsorbed vaccines, transient exposure to higher temperatures was far less damaging than freezing, Mr Knight

continued, but he advised against any relaxation in the requirements to store between 2-8°C. Only within that range could potency for the full shelf life be guaranteed. In the case of living viral vaccines, exposure to lower temperatures was unlikely to be harmful provided that repeated freeze-thaw cycles did not occur, but exposure to higher temperatures could lead to loss of viability.

Mr Knight suggested that if, for unavoidable reasons, pharmacists had to store a vaccine for some time outside the recommended temperatures they should contact the manufacturers who, with their knowledge of the vaccine's history, could advise whether or not the product was still safe to use. Because of the risks of serious reactions, pertussis-containing vaccines should never be used after their expiry dates or if they had been mis-stored.

The symposium was organised by East Anglian RHA. ■

1982 CHEMIST ASSISTANT OF THE YEAR COMPETITION

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PRODUCTS

***WIN — and delight
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being yourself***

Winning the 1981 Chemist Assistant of the Year competition was a very memorable occasion and a great surprise — however, I enjoyed the competition both in the regional heat and the grand final.

An amazing number of customers have expressed their congratulations and were delighted to hear of my success. The local newspaper featured the story on their front page — this created a great deal of interest.

A good start was made on the day of the “Grand Final” thanks to the early flight from Liverpool arranged by ICML. Some of the day was spent talking to the other finalists, who all seemed very capable and very pleasant ladies.

The competition was well organised and everyone was very friendly which helped to put us at ease.

My advice to would-be finalists — just be your normal confident self — the judges are only looking for your reaction to normal happenings in the course of the day’s work.

Anne Slater



Anne Slater of Liverpool looks back on a year’s “reign” and offers some encouragement to new contestants

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The Lastogrip stockinette

TOPICAL REFLECTIONS

By Xrayser

Pink paper

The May issue of the NPA *Supplement* landed on my desk with a most satisfactory plop, indicating lots of news and reading as I sit in the office, feet on desk of course, drinking my morning tea and eating a big slice of cake. Oh the good life of your community pharmacist!

You can believe that if you like, but someone has to have a few bob to spare for the NPA to be issuing a new batch of those macabre Capodimonte figures. Can't stand them myself, for apart from all the faces looking the same, they give me the creeps.

But buy one if you must make a capital gain over the next few years. Put it in the window and intrigue the local populace. Place a showcard beside it saying "If you don't want to end up looking like this — buy a bottle of tonic now" and make an extra profit.

But seriously, it's a good issue. I liked the idea of the Medicard agency and will be putting them into stock as soon as I clear a rather inferior product I lumbered myself with last year. I hope it has a folder in the back cover too, because with a good many older chronically-ill patients, the doctors have given repeat forms or cards which need a logical home, and such a document folder would be ideal.

Lastly, I note a paragraph or two on training, headed "It's not only zits and pimples and blackheads". Along with the foreigner, faced with his first cup of British Rail tea, I ask "What is zits please?" Nits sideways?

Pennyworth

I'm sure I'm not alone in having swallowed hard when I saw how much the NPA's publicity campaign is going to cost

me — £50 for starters. This news comes along with a doubling of the CDA premium as a result of the Migril case, and the dual announcement looks at first sight like a tactical error — but is it? Surely the Migril case adds weight to our campaign, and if we don't tell the public about our responsibilities, no one else will. So having already nailed my colours to the PR mast, and offered my pennyworth on previous occasions, I must pay up and look big — I'll just have to eat smaller slices of cake, that's all!

Coloured views

Since you all know my aversion to sugar in medicines, no one will be surprised to find me echoing the request from R.E. Tuffin who wrote in *PJ* recently requesting manufacturers to give information in data sheets and Martindale regarding formulation and sugar content — preferably, in my view, the amount, rather than indicating merely its presence or absence. I would go further than that, since last month I was asked to talk to the local Women's Institute about food additives, with particular regard to synthetic colourings, preservatives and flavourings, which I gather, they are concerned about.

They are pressing for legislation which will require all products intended for human consumption to be labelled, not only with the statement that they contain "flavouring, preservative, and colouring" but that the names of those additives shall be printed as well. Since it is proven that in some children, hyperactivity is caused by certain of these items, I think they are right, and although not free on the night they wanted, I was able to give them a fair selection of names.

I was surprised at the welcome I was given, and felt that pharmacists might find it worthwhile as part of a local PR

effort to approach WI secretaries and offer to give talks on subjects which would interest the members. When I gave my list to the committee I remarked that food additives were not new, nor necessarily evil, and received the comment that the pharmacist was the proper man to give a balanced and knowledgeable guidance on such matters. Flannel? I think it was sincere and feel we should do everything we can to build on such feelings. Acceptance is already there. ■

PRESCRIPTION SPECIALITIES

Healonid solution

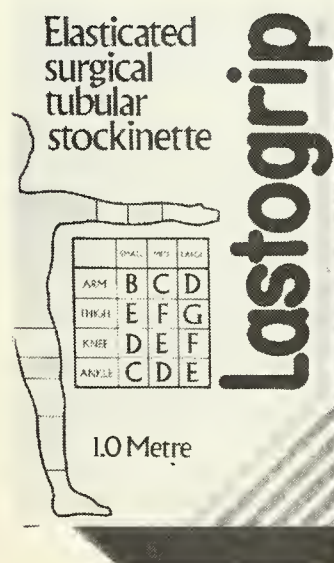
Pharmacia are introducing a 1 per cent solution of sodium hyaluronate (Healonid) for replacement of the aqueous humour in ophthalmic surgery.

Sodium hyaluronate is a visco-elastic polymer normally found in the aqueous and vitreous humour. It is a highly viscous solution at rest yet it will readily flow through a fine cannula or needle under pressure. Once a surgeon has opened the anterior chamber of the eye, the aqueous humour is lost and the chamber collapses. Introduction of Healonid restores the chamber to its normal shape, keeps tissues separated during the operation and protects them from trauma from other tissues or instruments.

The company says the potential of sodium hyaluronate as an aid to ophthalmic surgery has been recognised for over 20 years but it is only now that a preparation which does not cause intraocular inflammation is available.

Healonid comes as 0.4ml disposable single-use syringes (£26.76 trade). These have a shelf-life of three years and should be stored at 2-8°C. *Distributors are Farillon Ltd, Bryant Avenue, Romford, Essex RM3 0PJ.* ■

More prescription specialities overleaf



For details ask your Lastonet representative or for **immediate** action contact our head office **now**.

Lastonet Products Ltd.,
Carn Brea, Redruth, Cornwall TR15 3QN.
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are you stockin' it?

PRESCRIPTION SPECIALITIES

Continued from p1023

Treosulfan injection

Manufacturer Leo Laboratories Ltd, Longwick Road, Princes Risborough, Aylesbury, Bucks HP17 9RR

Description 100ml infusion bottles each containing 5g L-threitol 1, 4-dimethane sulfonate, a white crystalline powder

Indications Treatment of all types of ovarian cancer, either supplementary to surgery or palliatively. Some uncontrolled studies have suggested activity in a wider range of neoplasms. Because of a lack of cross-resistance with other cytotoxics Treosulfan may be useful in any neoplasm refractive to conventional therapy. It has been used in combination regimens with vincristine, methotrexate, 5-FU and procarbazine

Dosage 5-15g intravenously every 1-3 weeks depending on blood count and concurrent chemotherapy. Single injections of up to 15g have been given with no serious adverse effects. Doses of up to 3g have been given intra-peritoneally. Doses of 5g may be given as a bolus injection; larger doses as an intravenous infusion at a rate of 5g every 5-10 minutes. The contents of each infusion bottle should be dissolved in 100ml water for injection

Contraindications, precautions As for Treosulfan capsules

Side effects Parenteral therapy has shown no local or systemic side effects apart from the expected bone marrow depression. Blood cell counts should be monitored frequently

Pharmaceutical precautions The prepared solution should be used immediately and any remaining contents discarded

Packs Boxes of 5 x 100ml infusion bottles with 5 transfer needles and 5 plastic bottle holders (£62.50 trade)

Issued June 7, 1982 ■

Gentacin eye ointment

Manufacturer Nicholas Laboratories Ltd, 225 Bath Road, Slough, Berks SL1 4AU

Description Sterile, colourless, opaque ointment containing gentamicin sulphate equivalent to 0.3 per cent gentamicin base. Methylhydroxybenzoate and propylhydroxybenzoate are included as preservatives

Indications External bacterial infections of the eye in particular conjunctivitis, blepharitis, styes, corneal ulcer and as prophylaxis in trauma

Dosage For both adults and children apply three-four times daily to the infected area

Contraindications True sensitivity to one of the ingredients



New packaging for Johnson & Johnson's wound care products has created an identifiable range. Johnson & Johnson Patient Care Division, 260 Bath Road, Slough, Berks SL1 4EA

Pharmaceutical precautions In order to preserve therapeutic activity the ointment should not be diluted

Packs 3g tubes (£1.24 trade)

Supply restrictions Prescription only

Issued June 1982 ■

Two from Evans

Evans Medical are introducing 125mg and 500mg methyldopa tablets. These are yellow, film-coated tablets engraved with the Evans logo on one side and the strength plus a smaller code number on the reverse (125mg-256, 500mg-257). Pack sizes are 250-tablets (£4.20) for the 125mg strength and 500-tablets (£21) for 500mg.

The company is also adding allopurinol tablets in two strengths to its range of products. These are white uncoated tablets with the logo on one side and the strength plus code number on the reverse (100mg-238, 300mg-239). Pack sizes are 100-tablets (£8.18) for the 100mg strength and 20-tablets (£7.75) for 300mg.

The code numbers appear beside the entries in the company's May 1982 price list. All the prices quoted are trade. *Evans Medical Ltd, 891 Greenford Road, Greenford, Middlesex UB6 0HE.* ■

Thephorin colour

The colour of Thephorin tablets has been changed to white. They are now packed in Securitainers clearly marked with a circular sticker stating "New white tablets". *Sinclair Pharmaceuticals Ltd, Borough Road, Godalming, Surrey GU7 2AB.* ■

One-Alpha diluent

Leo Laboratories are introducing a diluent for use with their One-Alpha drops. They recommend that if dilution is required it should be done in the diluent bottle and then dispensed in this bottle. The amber glass bottles contain 100ml diluent and are available in packs of ten (£14.05 trade).

From June 7, Selexid tablets will be available in bottles of 10 (£1.96 trade). *Leo Laboratories Ltd, Longwick Road, Princes Risborough, Aylesbury, Bucks.* ■

Orange Asilone

Berk Pharmaceuticals have introduced orange-flavoured Asilone tablets. These have the same active constituents and shape as the original tablets which are still available. The new tablets are in packs of 100 (£4.01 trade). *Berk Pharmaceuticals Ltd, St Leonard's Road, Eastbourne, Sussex BN21 3YG.* ■

Formulation change

Winthrop Laboratories have reformulated Phisomed to contain 4 per cent chlorhexidine gluconate instead of hexachlorophane. 150ml bottles will still be available but the 1 litre pack is discontinued. Winpharm's PhisoheX, reformulated to contain 1 per cent chlorhexidine gluconate, will be available next month. *Winthrop Laboratories, Winthrop House, Surbiton, Surrey.* ■

£1.1m support for Denim musk, 'a fragrance in its own right'

Elida Gibbs are introducing a new men's grooming range under the Denim banner. Denim musk is the second of a series of launches and relaunched the company plans for the next 12 months, the first being the recent introduction of Vivas body spray (*C&D*, April 24, p755).

Denim musk is said to be not simply a musk version of the original Denim but a fragrance in its own right, with musk and patchouli as the keynotes. The range comprises after shave (50ml, £2.45; 100ml, £3.65), body spray deodorant (107ml, £1.55) and talc (100g, £1.40).

An advertising spend of £1.1 million is planned over the next 6 months, with a national television campaign starting the last week in June worth £450,000 and the remaining expenditure concentrated in the pre-Christmas period. A public relations support programme includes 300,000 samples on covers of *Woman's World* November issue.

For the trade there is a window display competition with two prizes of £750, one each for the best entry for the north and south. Elida Gibbs will be sending letters



to all accounts and those wishing to take part will be sent a display kit including a Denim musk poster. Entrants will be required to submit a colour photograph of their window display.

The original Denim range is being repackaged to relate more closely to the television advertising theme. Denim musk packaging is similar but "draws a clean line of distinction" with the introduction of orange graphics. *Elida Gibbs Ltd, PO Box 1DY, Portman Square, London W1A 1DY.* ■

Addition to Family Doctor booklets

"Sexually transmitted diseases and VD" is the title of the latest Family Doctor booklet. It is written by Dr Duncan Catterall, consultant in genito-urinary medicine, Middlesex Hospital, and retails for £0.50. Supplies are available to members from the National Pharmaceutical Association or from *Family Doctor Publications, BMA House, Tavistock Square, London WC1H 9JP.* ■

Pampers savings

Coupon packs of Pampers disposable nappies will be available throughout Summer and consumer savings of £0.20-£0.35 on repeat purchases will be available. *Proctor & Gamble Ltd, Gosforth, Newcastle-on-Tyne.* ■

June promotions from Vestric...

Vestric's national promotion for June features special offers on all products in the Beauty Shapers range of carded

manicure sundries. Special offers include Rennie, Cream Silk conditioner, Bic razors, Colgate, Kleenex and Steradent. Members of the Vantage scheme are offered extra discounts. *Vestric Ltd, West Lane, Runcorn, Cheshire WA7 2PE.* ■

...and Unichem

Unichem's new own-brand feeding bottle and Latex teats are included in the range of sundries on offer to members throughout June. Also on offer are Unichem shaving bottles, baby bottle brush and manicure range, Barnet combs cabinet, Thermos Roughnecks, Kent of London toothbrushes, Wisdom / Addis duet toothbrushes, Addis hair brushes and Unichem / Healthcrafts health foods. *Unichem Ltd, Crown House, Morden, Surrey.* ■

Sebamed distribution

Pharmagen recently announced that they were discontinuing distribution of Sebamed cleaning bar and liquid cleanser. However, it has been agreed that until Sebamet-Chemie GmbH can find a new distributor, they will continue to execute orders as long as stock lasts. *Pharmagen Ltd, West Lane, Runcorn, Cheshire.* ■

Nail care range from Addis

A new range of nail care products has been introduced by Addis under the name of Dressers for Nails. The products include cuticle scissors, nail scissors, nail clippers, emery boards, nail files, toenail clippers, nail pliers and tweezers. Prices are from £0.35 to £3.50. *Addis Ltd, Ware Road, Hertford.* ■

Trimster competition — time running out

Closing date for the Trimster window display competition is June 16 and competition displays should be in place from Monday. First prize is a weekend for two in Paris and £150 spending money. Second prize is a weekend for two in London and third a weekend for two anywhere in the UK. Ten runners up will receive six bottles of champagne and the owner or manager of the three winning shops will receive a half case of champagne.

Trimster displays should be set up in-store or in the window until June 30 and a 5 x 8in photo sent to *Trimster Co Ltd, Portland Road, Dorking, Surrey.* ■

Migrave packs

Migrave is now available in two new pack sizes of 24s. Retail prices for Migrave pink 24s are £3.40 and yellow 24s £2.96. *International Laboratories Ltd, Wilson Road, Alton, Hants GU34 2TJ.* ■

ON TV NEXT WEEK

Ln	London	WW	Wales & West	We	Westward
M	Midlands	So	South	B	Border
Lc	Lanes	NE	North-east	G	Grampian
Y	Yorkshire	A	Anglia	E	Eireann
Sc	Scotland	U	Ulster	CI	Channel Is

Anadin:	All areas
Camay:	All areas
Colgate Dental Cream:	All areas
Cream Silk:	All areas
Crunch n' Slim:	All areas
Elastoplast antiseptic cream and liquid:	All areas
Limara range:	All areas
Nailoid:	So
Paddi Cosifits:	All areas
Scholl Soft Step sandals:	All areas
Sensodyne toothbrushes:	A
TCP liquid antiseptic:	All except E, CI
Velvet home permanent:	All except L,M,S
Vivas:	All areas

Fabergé relaunch Cavale and try again with bodysprays

Fabergé are launching four more bodysprays and withdrawing their previous offerings in an attempt to compete with the Gibbs market stronghold.

The launch of the new bodysprays, Music, took place at the 1982 trade show in London. To give credence to the name, pop personalities such as Radio One DJ Kid Jensen and pop star of the 1970's John Miles were on hand.

The bodysprays, we are reliably informed by Fabergé, are such that "everyone will be able to make Music their first love." The bodysprays will be available under the Music brand name rather than individual fragrances and be known as Serenade One to Four. They come in green, pink, blue and purple cans.

Merchandisers holding 12 and 24 cans with testers will be available and the launch is to be supported by national radio advertising featuring the hit single by John Miles with voiceover by Michael Aspel. Music will retail £1.35. Fabergé say that when they first entered the bodyspray market it was in response to Impulse. "What we launched was a contradiction in terms, it could have been a deodorant and it could have been a perfume. The result was the consumer was confused." With Music we have learnt from our mistakes, they say, and come up with a more feminine product.

Price reductions

Other activity by the company includes reducing the price of Cavale cosmetics, whilst adding new shades, to bring the range in line with Revlon and Rubinstein and increase distribution through chemist outlets. Six new shades of lipstick and matching nail enamel are now available at £1.95 and £1.75 respectively. (Retail prices were previously £2.95 and £2.45).

Eight additions have also been made to the powder eye shadow range and prices reduced by £1.50 to £2.75. Beige glow and bronze glow (£3.75) are two new light fluid make-ups added to the range. With any Cavale purchase over £6.75 a set of five cosmetic brushes is available for £2.25 (normal rrp £4.75) during July.

The Organics haircare range has also been repackaged and a family size shampoo (350ml, £0.93) for normal, greasy and dry hair is now available. The new packaging now includes water resistant labels and unbreakable bottles. Hairsprays now come in trim line cans. Fabergé Inc, Ridgeway, Iver, Bucks. ■

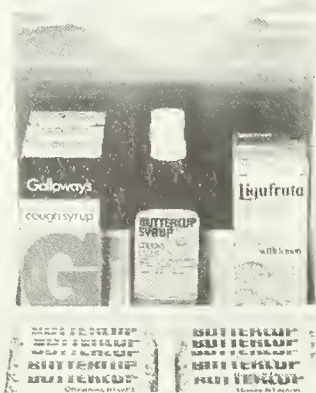


Vichy mini packs available September

The Vichy mini range of skin care products will again be available from September. Trial sizes of the most popular products will be included. They will all retail for £0.69. The range will comprise 40ml cleansing milk and tonic lotions, a 10ml Emulsions Essentielles; Equalia and Equalia doré together with the foundation cream will all be available in 5ml tubes and eye make-up remover lotion in a 20ml bottle. Vichy UK Ltd, Aslieville Trading Estate, Abingdon, Oxon OX14 1TJ. ■

With one in four of all proprietary cough medicine sales made between May and August LRC Products are running a display promotion to further boost Summer sales. A free display tray holding Buttercup, Galloways and Liquifruta is now available and contains an introductory offer of six packs of Buttercup sweets worth £1.26 at rrp. LRC Products Ltd, North Circular Road, Chingford, London E4 8QA

SUMMER COLDS MEAN SUMMER COUGHS



Galloway's BUTTERCUP LIQUIFRUTA

Coupons and samples from Cow & Gate

Cow & Gate have launched a promotional campaign which involves distributing over 1 1/2 million money-off coupons and a sampling campaign for Cow & Gate Liga rusks through Bounty Bags. These reach over 625,000 new mothers each year.

In the next two months, one quarter of a million bottles of Cow & Gate orange juice and blackcurrant syrup will carry 15p off next purchase labels and over half a million Liga rusk samples are to be distributed through the Bounty Bag. The product will also be featured in a joint promotion with Sterling Health with a quarter of a million 10p off vouchers being distributed on packs of Baby Wet Ones. Stage 1 Babymeals will also be included in this promotion with 10p off coupons.

In addition, a further half a million 10p off coupons are to be distributed which will be redeemable against Cow & Gate Stage 1 Babymeal or yoghurt dessert. Cow & Gate Ltd, Cow & Gate House, Trowbridge, Wilts BA14 8HZ. ■

Summer savings on feeding bottles

Cannon Rubber are running a consumer and trade offer on their 8oz and 4oz polycarbonate feeding bottles. Until August 31 the rrp of each bottle will be reduced by 10p, and during this period one bottle will be supplied free with every ten ordered by the retailer. Cannon Rubber Ltd, Ashley Road, Tottenham, London N17 9LH. ■

Kodak service for 'slipped' Discs

The launch of the Kodak Disc cameras and Kodacolor HR Disc film in the USA and Canada this month, and in Spain in June may lead to overseas tourists or UK customers returning from abroad, asking for Disc films and a processing service.

Kodak will hold a small stock of the film at their Southern sales centre in London (the Disc films will be processed by Kodak if sent direct to their colour processing division or via a local photofinisher). Kodak Ltd, Amateur Service, PO Box 114, 190 High Holborn, London WC1V 7EA (telephone 01-405 7841). ■

COUNTERPOINTS

Facelift for Rennie

Rennie is being given a facelift. The familiar "sweet" style twist wrap is replaced by a bubble pack and the pack design improved to increase on-shelf impact.

Market research showed there was no reason to change the formulation says Graeme Hannah, marketing manager but there have been two small changes. "One is to increase the peppermint flavouring in line with modern taste, and the other is to change the source of one of the principal ingredients, which results in a whiter and more visually attractive tablet. The basic formulation, though, is just the same as it has always been."

The new packs contain different tablet quantities. The existing 25 pack will be replaced by a 24 (£0.42), containing four tapes of six tablets. The 50s will be replaced by 48s (£0.73) with four 12 tablet tapes and the 100s will become 96 tablet packs (£1.05). The existing 12 tablet roll



will remain unchanged. Nicholas says prices have been adjusted to maintain price per tablet at the current level. Tray outers will be available for the first time. A television advertising spend of just under £1 million has been allocated for the next 12 months, far more than Nicholas has ever put behind any single brand in any one year. Two new commercials will emphasise the new packaging and that Rennie give "On the spot relief." *Nicholas Laboratories, 225 Bath Road, Slough, Berks SL1 4AU.* ■

Close-up Polaroid 'Sun' camera

Polaroid have introduced a mid-range Sun camera — the 650 — featuring an integral flash and a built-in auxiliary lens for close-ups.

The 650 Sun (around £45) incorporates the same electronic light-mixing system and the same infra-red light-sensing exposure control as the recently introduced Sun 640. Its manually-activated built-in lens slides across the camera's primary lens to allow two to four feet close ups.

Shutter speeds range from 1/200 to 1/3 second. Retailers who buy Sun cameras will be eligible to purchase new 600 twinpack at a discount (£10.88 srp).

Dealers will also be given a local advertising allowance for each 650 purchased and a 10 per cent discount on cases. Stockists can win a day for two at the British Grand Prix, Brands Hatch on July 18. Details from: *Polaroid (UK) Ltd, Ashley Road, St Albans AL1 5PR.* ■

Caladryl*

cream or lotion

Caladryl for sunburn a most worthwhile recommendation

Caladryl is a product you can recommend with confidence for the pain and irritation of sunburn. Caladryl's unique formulation ensures soothing relief and is available as both lotion and cream. An effective treatment for your customers and a profitable professional product for the Pharmacy.

PARKE-DAVIS
part of the Warner-Lambert Group.
good products for you and your customers

Active Ingredients:
Calamine USP
Diphenhydramine Hydrochloride BP
Camphor BP

Product Licence Holder:
Parke Davis and Company
Usk Road, Pontypool, Gwent NP4 0YH
Further information and data sheets
are available on request

*Trade mark RB1058



**WHY
RE-LAUNCH
A PRODUCT
THAT'S
ALREADY
THE BEST
SELLER?**

A red tulip flower is partially visible in the top right corner of the page, with its petals extending towards the center.

IMPROVED.
NEW CREAM SILK
FOR PERMED, COLOURED
AND OVERHEATED HAIR.

IMPROVED.
NEW CREAM SILK
OIL FREE FOR
GREASY HAIR.

IMPROVED.
NEW CREAM SILK
FOR NORMAL AND
FLYAWAY HAIR.

IMPROVED.
NEW CREAM SILK
FOR DRY AND
DAMAGED HAIR.

Remarkable as it may seem, the best selling Cream Silk formulas have been improved.

Now, backed by a massive £1 million advertising campaign, millions of women all over Britain will see our exciting new TV ads and Women's Press ads featuring 'The Cream Silk Touch'.

And because of current trends in hair fashions, we've restyled a special new Cream Silk for today's permed, coloured and overheated hair.

We're making sure we keep ahead by keeping the ultimate conditioners on the market.

And in eye catching new packs, too!

So if you thought Cream Silk was a best seller before, wait till you see these four little beauties disappear off your shelf!



ELIDA GIBBS  THE BRANDS THAT MEAN BUSINESS.

Yardley body spray and cologne sticks

Yardley have introduced a Black Label body spray for men. Sport Spray is ideal for use everyday after bathing and an essential item in the sportsman's kit says the company. Sport Spray will be available from August free with a 50ml Black Label aftershave retailing at £2.75 (normal price £4.50).

Also new are Yardley solid cologne sticks (£1.50) in three fragrances — English lavender, roses and lily of the valley and from July three co-ordinated eyeshadow quartets will be available (£1.95). They are the grapevine quartet of



mauves and pinks, blue and aqua shades in the new wave quartet and glittery silver, copper, bronze and gold in the precious metals quartet. *Yardley of London, Miles Gray Road, Basildon, Essex.* ■

Lilia savings

Stick-on Lilia, regular and super sizes are available while stocks last for the next two months in special price packs of £0.34 for the regular and £0.38 for super absorbency.

The company is also offering a cotton towel holder with waterproof lining in a consumer promotion on Dr White's sizes 1 & 2. Two proofs of purchase and a stamped addressed envelope are requested and the offer is expected to be available until the end of June. *Lilia-White Ltd, Alum Rock Road, Birmingham B8 3DZ.* ■

Nappy info leaflet

An information leaflet to help parents get the best from disposable nappies has been published by the Disposable Baby Napkin Manufacturers Association. It includes details on the different types of disposable nappies available with average costings on a daily and yearly basis compared with terry towelling nappies. Parents are invited to send for free samples of the different types of disposable nappies available. *DBNMA, Dept 15, 28 Newman Street, London W1P 3HA.* ■

Almay get the eyes right for Summer

The focus is on eyes for Summer with the introduction of Almay's eye make-up remover gel. Its advanced formulation, says the company, makes light and easy work of a task that often proves to be a problem to people with a sensitive eye area. The gel will be launched in a 45ml introductory tube, containing 50 per cent

extra free. It will retail for £2.35, the same price as the standard 30ml tube.

Also available is a "new-look" lash lengthening mascara. The new larger barrel holds over twice as much mascara as the old barrel and costs only £0.15 more at £2.95. It also incorporates a newly designed brush for easier application. The mascara will still be available in brown/black and black and also "new brown," a rich, chocolate shade to replace brown. *Almay, PO Box 17, 225 Bath Road, Slough SL1 4AU.* ■

Loxene duo

Two 100ml bottles of Loxene will be available from June at a special promotion offer of around £0.75. *Reckitt Toiletry Products, Reckitt House, Stoneferry Road, Hull HU8 8DD.* ■



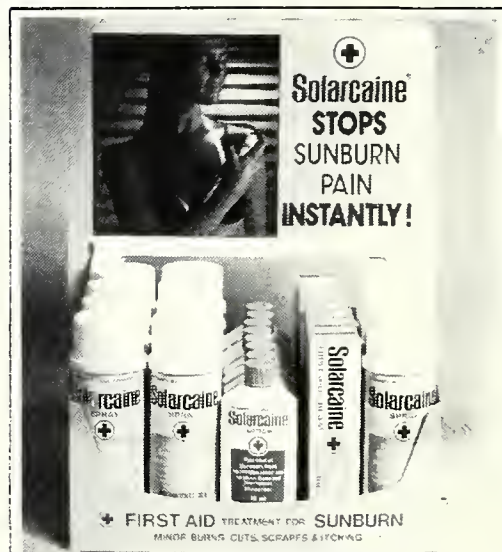
Eric Bristow the 1981 World Darts Champion took part in a recent charity evening organised by LRC Products to raise funds for Stoke Mandeville Hospital. For every point scored against him LRC Products donated £1 to the hospital appeal fund. In all nearly £9,000 was raised. Pictured with Eric Bristow (left) is Cedric Richardson, MPS, who runs his own pharmacy in Horsham, Sussex. Mr Richardson was one of the trade contestants at the charity evening

Aerosol for tobacco smoke

An aerosol formulated to deal with tobacco smoke is now available from Temana Bees. Orchard mist (£0.65) comes in a new trim-line can supplied in outers of 12.

"There are more than 10 million homes in the country, which have at least one smoker," says Steve Eaton, product manager. "Recent research shows that consumers want an instant solution to the more unpleasant smells such as tobacco smoke. We believe that this offers a marvellous opportunity for expanding the aerosol air freshener market."

A television campaign is planned for the Autumn. *Temana Bees Ltd, Sealand, Chester CH1 6BA.* ■



The new Solarcaine display unit will compliment the £150,000 advertising campaign which runs until September in the major women's Press. The unit holds all three Solarcaine products — cream, lotion and aerosol. Sales in 1981 exceeded expectations by almost 300 per cent say the company. Plough (UK) Ltd, Penarth Street, London SE15 1TT

Arden additions

For the first time, Body Basics eau fraiche will be available in a special edition spray (50mg, £2.95) and a natural spray (100ml, £4.95) as a permanent line.

Also available from Arden will be the perfect eyes portfolio, a trio of three powder eye shadows (mood indigo, iced butternut and deep fog) with lavish lash building mascara. Retailing at £6.50, the regular price of the eye shadow alone, perfect eyes portfolio comes in an aubergine and gold case and will be on-counter from mid-June. *Elizabeth Arden Ltd, 13 Hanover Square, London W1R 0PA.* ■

ONLY 1 MONTH LEFT TO GET PREPARED.

The new Health and Safety (First Aid) Regulations 1981, which come into force on July 1, 1982, place new responsibilities on employers to provide revised first-aid kits and facilities for their employees. Similar requirements are now placed on self-employed persons.

A new range of first-aid kits by Elastoplast has been launched to comply with these new requirements. And with Elastoplast, the first name in first-aid, you can be sure that every item is of the highest quality and every sterile item has been correctly sterilised.

During the next one month you can look forward to much increased demand.

To take advantage of this important sales opportunity talk to your Smith and Nephew Consumer

Duty of employer to make provision for first-aid

An employer shall provide, or ensure that there are provided, such equipment and facilities as are adequate and appropriate in the circumstances for enabling first-aid to be rendered to his employees if they are injured or become ill at work.

Section 3(1) The Health and Safety (First Aid) Regulations 1981

Products representative for full details on the new range of First-Aid Kits by Elastoplast or send for your free copy of our brochure which outlines the new Regulations and describes the new range of First-Aid kits by Elastoplast.



Smith and Nephew Limited, Occupational Care,
Bessemer Road, Welwyn Garden City,
Hertfordshire AL7 1HF
Telephone: Welwyn Garden (07073) 25151

Elastoplast is a registered trademark of T.J. Smith and Nephew Ltd

Please send me my free copy of your leaflet entitled **Be Prepared**.

Name _____

Position _____

Company _____

Address _____

Elastoplast-the first name in first-aid.



Reprimand for CD lapses

A pharmacist was reprimanded by the Pharmaceutical Society Statutory Committee in London recently for failing to keep two lots of Controlled Drugs in a locked cupboard or receptacle. The Committee was told that the offences came to light when police searched Trynant Chemist's shop, run by Mr Sidney Solly Frankel, in Edgware Road, London, in October 1978.

Mr Frankel, of St John's Wood Park, NW8, appeared before the Committee following his conviction at Marylebone Magistrates' Court in March 1979 when he was fined £60 with £40 costs, on two charges of not keeping CDs in a locked receptacle, as required by law. The drugs concerned were ordered to be forfeited.

Mr Josselyn Hill, for the Society, said police found one lot of CDs in a storeroom and the other lot in Mr Frankel's office. He said that the premises were no longer registered by Trynant (1969) Ltd, with the Society. Nor were any other premises registered in the company's name.

Mr Frankel, a pharmacist since 1958, said that when he closed his Chapel Market shop, the CDs were put in a box and taken to his Edgware Road shop. He assumed that he need not enter the drugs in his register, because they were not required and were to be destroyed. Lack of room had stopped him putting the drugs in his CD cupboard.

Mr Frankel said that he was surprised when a quantity of Controlled Drugs was found in the storerooms. He could only assume they came from the other shop. Both his office and storeroom were kept locked, he said.

The Committee decided to take no action against Trynant, of which Mr Frankel is managing director and former superintendent pharmacist. It was understood that it had now ceased to operate retail pharmacies, the Committee chairman, Sir Carl Aarvold, said.

Pharmacist 'stole' drugs

A Watford General Hospital pharmacist stole drugs after becoming addicted.

Detective Sgt Ronald Mellor, of Hertfordshire Police, said that Miss Winifred Tipping of Highland Drive, Bushey, had stated that she had taken the drugs because of continued ill-health and bouts of depression. She had indicated that she had been addicted to Dexedrine between 1971 and 1980, and had told him that she resorted to the drug because, due

to her bad health, she got tired at work.

Miss Tipping was frank about everything she had done. There was no evidence of trafficking in drugs. The Committee adjourned until July its inquiry into the conduct of Miss Tipping, who was not present at the London hearing, to give her a further opportunity to attend.

The chairman, Sir Carl Aarvold, said it was "a very sad case."

Mr Josselyn Hill, for the Society, said Miss Tipping informed the Society last September that, because of her health, she had retired from the hospital service and was no longer working as a pharmacist. She had since returned her certificate, and had not paid her membership fee for this year, but was technically on the Register for about another month.

Last September Miss Tipping was fined a total of £150 at Watford Magistrates Court on three theft charges. She had pleaded guilty to stealing quantities of Dexedrine and two private prescriptions while employed as a staff pharmacist at Watford Green Hospital and Dexedrine and Soneryl tablets while working as a locum at Horne's Chemists in Edgware Road, Colindale, North London. Eleven other similar offences were taken into consideration.

Firearm and drug offences

The Committee postponed for a year its decision in the case of Mr Derek Ratsma who runs Trinicks pharmacy in Homerton High Street, East London, after it was told he had become a drug addict for a time. He appeared before the Committee following convictions for firearm and drug offences.

Sir Carl Aarvold said the decision was deferred in the hope that Mr Ratsma's recuperation would "continue apace," and he asked that an inspector keep a sharp eye on Mr Ratsma during this period.

Sir Carl said that with difficulties in his marriage and with a friend and partner dying, Mr Ratsma had resorted to taking Dexedrine and Durophet without prescription. It started in a small way but steadily increased to two Durophet and twelve Dexedrine tablets a day.

A doctor had said this was probably an acceptable dose for an addict, and that was probably what he was at the time. However, the doctor was also of the opinion that Mr Ratsma was now free from addiction after receiving hospital treatment, said Sir Carl.

Mr Josselyn Hill for the Society, said that in November, 1980, Mr Ratsma was fined a total of £100 at Old Street Magistrates Court for having a Winchester repeating rifle and

ammunition without a firearm certificate at his shop. This followed a visit to the shop by police who found a loaded shotgun, a loaded rifle, five knives, a machet and bayonet.

Last October Mr Ratsma was given a conditional discharge for a year at the same court for failing to record 300 Dexedrine tablets in his register and for unlawful possession of those tablets. Thirty other similar offences involving about 2,100 Dexedrine and 300 Durophet tablets were taken into consideration.

Mr Ratsma told the Committee that he had no intention of using the shotgun or rifle. There was nothing sinister about the knives, which, he said, were used for opening boxes and paint tins and cutting lino.

After explaining how he came to start taking the drugs, Mr Ratsma said that he had not taken any since November, 1980 and had never felt better. "I am absolutely positive I will never be tempted again in the slightest way," he added. ■



Mr John Williams, MPS, of P. Williams (Chemist) Ltd of Crewe, Cheshire won first prize in the Hawaiian Tropic window display competition, a two week holiday for two at the Waikiki Beach Holiday Inn in Honolulu. Mr and Mrs Williams have chosen to take their holiday at a time to coincide with their silver wedding anniversary.

Mr Williams is pictured (left) receiving his tickets from Mr Mike Rabbitt, northern regional manager of Unicliffe Ltd, Hawaiian Tropic's UK distributor, accompanied by Mr Peter Burke, territory manager

**...and now the
GOOD NEWS!**

Germolene on the box!

It's in the news again! The big new TV campaign for Germolene Ointment, the family's first aid.

With exciting commercials on all stations and all booked into housewives' favourite programmes.

Compelling, hard-selling, the campaign continues year-round. So check stocks of Germolene Ointment... you're going to need a lot!



BEECHAM HOME MEDICINES
GOOD NEWS FOR SALES



THE PRODUCT.

The Menstrual Cycle

The Over 50s

Ladycare. Created for the different times of your life.

The Menopause.

At Healthcrafts we created a very special range of dietary supplements. It's called Ladycare. And it's been carefully formulated for use during the different times of a woman's life. And it could play an important part in your health care programme.

An adequate supply of vitamins and minerals is fundamental to good health. So unless you enjoy a proper healthy diet you may not be getting all the necessary vitamins and minerals your body needs. But, sadly, even a well planned diet may not be enough.

Because vitamins and minerals can so easily be destroyed or lost in the prolonged cooking, storing and processing of food. So supplements can be your safeguard as they can provide a guaranteed supply of vitamins and minerals irrespective of those provided by the food you eat.

Heavenly Ladycare. Healthcrafts Ladycare are multi vitamin and mineral dietary supplements specially designed for different times of your life. They are not drugs, so they may be taken safely without fear of any side effects.

In all, there are three Ladycare products, called simply Ladycare No. 1, No. 2 and No. 3. Ladycare No. 1 has been carefully formulated for use during the menstrual cycle. Vitamin and mineral losses, most notably iron, during menstruation can be considerable.

Ladycare No. 2 is the supplement designed for use during the menopause. And Ladycare No. 3 has been developed for women over 50. So remember Ladycare and look after number one.

HEALTHCRAFTS

Ladycare. Specially formulated for women.

Ladycare No.1 Formulated for the menstrual cycle.

Rebonds are an unavoidable fact of life. But why should you suffer the better of you each month? It's also a fact that unless you enjoy a proper healthy balanced diet you may not be getting all the essential vitamins and minerals which are a base for good health.

And the vitamin and mineral loss, most notably iron, during menstruation can be quite considerable.

So a supplement makes sense. Ladycare No. 1 is a multi vitamin and mineral dietary supplement specially designed to help ensure sufficiency during your menstrual cycle.

And it's suitable for women of all ages.

Healthcrafts Ladycare is a range scientifically formulated from

wholesome natural ingredients in an easily digestible form. They are not sugar, but balanced food supplements which can be taken safely without the fear of any side effects.

The Ladycare range has been carefully designed for women to take during the different times of their lives.

There are two other Ladycare products available. Ladycare No. 2 for the menopausal stage of life. And Ladycare No. 3 for the over 50s.

So remember Ladycare and look after number one.

HEALTHCRAFTS

Ladycare. Created for the different times of your life.

Ladycare

THE ADVERTISING

THEY'VE BOTH FORMULATED



At Healthcrafts we realised that women are rather special.

So we created a unique range of dietary supplements called Ladycare.

They're multi-vitamin and mineral supplements carefully formulated for use during the different times of a woman's life.

In all, there are three Ladycare products.

Ladycare No.1, designed for use during the menstrual cycle.

Ladycare No.2, specially formulated for use during the menopause.

And Ladycare No.3, specially for the over 50's.

Ladycare is a range scientifically formulated from wholly natural ingredients in an easily digestible form.

They are not drugs, so they may safely be taken without the fear of any side effects.

Because the products themselves have been carefully formulated for women, so has the advertising.

As you can see the campaign will be eye-catching and relevant; but above all, it will be sympathetic and understanding.

It will also feature those most feminine of images – flowers.

And we'll be saying it with flowers to the tune of £550,000 in all the major women's publications in full colour.

So when you stock and display Ladycare, you'll discover they've also been carefully formulated for success.



LADYCARÉ

Healthways House, 45 Station Approach, West Byfleet, Surrey KT14 6NE.

BEEN CAREFULLY FOR WOMEN.

Talks with GMSC on rational location and doctor dispensing

Discussion of "proposals" concerning the supply of drugs and appliances by doctors to all or some of the patients on their lists and of "thoughts" on geographical distribution took place between representatives of the Pharmaceutical Society of Northern Ireland and the General Medical Services Committee last month.

Mr T. O'Rourke, secretary, said the doctors had asked for the meeting having been informed by officials of the Department of Health that the pharmacists had "proposals" for their consideration. However, there seemed to be some confusion in the minds of the doctors' representatives who referred to proposals included in a letter sent to them by the Council in reply to a request for Council's "thoughts" about achieving the geographical distribution of pharmacies. No approach had been made by the Department to the Society on the matter for which the meeting had been called.

Law in NI

As far as the health service in NI was concerned, the law relating to the supply of drugs and appliances to patients was reasonably clear. Article 64 of the Health and Personal Social Services (Northern Ireland) Order 1972 read "Except as provided by regulations, an arrangement shall not be made by a Health and Social Services Board either, (a) with medical or dental practitioner, under which he is required or agrees to provide pharmaceutical services to any person to whom he is rendering general medical services or general dental services; or (b) with a person who is not a pharmacist, for the dispensing of medicines". Regulations 41 of the Health and Personal Social Services (General Medical and Pharmaceutical Services) Regulations (Northern Ireland) 1973 states:

1. "When the Board is satisfied that a person, by reason of distance, inadequacy of communication or other exceptional circumstances would have serious difficulty in obtaining any necessary drugs or appliances from a chemist it may, unless the person notifies it that, notwithstanding, he desires to obtain such supplies from a chemist, require the doctor in whose list the person is included to supply to that person until further notice such drugs and appliances as would otherwise under these regulations have been supplied by a chemist".

A proviso follows stating that if a doctor supplies 80 per cent of the persons on his list the Board may require him to supply all persons on his list.

2. "A doctor shall be entitled to receive reasonable notice from the Board that he is required to undertake the supply of drugs and appliances, or that such supply is to be discontinued."

It is evident from paragraph 2 that the draughtsman had in mind a situation where a doctor would be required to stop supplying drugs and appliances to some or all of the persons.

Previous meeting

A previous meeting had been held between the two professions because two pharmacists had opened pharmacies in villages where doctors supplied drugs and appliances to persons on their lists and a doctor had applied to supply drugs and appliances for some patients on his list who were at present issued with prescriptions. In the course of the discussion it appeared that although medical practitioners could be deterred from opening a surgery in a particular place the Society had no similar authority in respect of the opening of a pharmacy. It was explained that since 1967 the Society had submitted a number of reports to the Ministry of Health, later the Department of Health, advocating the introduction of some form of geographical distribution of pharmacies but all to no avail. The Pemberton Committee had inquired into the comparatively high cost of the pharmaceutical service in NI and had recommended that statutory effect should be given to a scheme for the geographical location of pharmacies throughout the Province. The recommendation was set aside and not implemented.

The Society was more recently informed that the Cabinet had decided there would be no geographical location of pharmacies. Reference was made to a rule adopted by the Northern Ireland General Health Services Board in 1957 for administrative convenience whereby a person living within two miles of a pharmacy or less than half-a-mile from a suitable bus route to a pharmacy should not be supplied with drugs or appliances by his or her doctor. The GMSC had sought to reduce the two miles to one but the pharmacists had objected. The doctors' representatives said that the

doctor who applied to supply some of his patients came within the two miles rule. Mr O'Rourke pointed out that to allow the doctor to do so would probably result in the closing of two pharmacies.

A suggestion was made that the Society should advise all its members that before a pharmacist opened a pharmacy in an area where a doctor supplied drugs and appliances for patients on his list an approach should be made to the Society's office for information about the number of prescriptions a pharmacist would have to dispense in order to make the business viable.

Appointments

In response to a request from the Department of Health it was agreed to add the names of Mr R. G. Dillon and Mr J. Kerr for consideration for appointment to the Central Services Agency. It was agreed to appoint Mr Ivan Donald McKee a member of the Society's Statutory Committee to fill the vacancy caused by the resignation of Mr J. G. Stinson.

The president said he had attended the annual meeting and dinner of the Lurgan, Portadown and Armagh District Branch on April 26 at the Bannville Hotel, Banbridge. There was a very good attendance and the following officers were appointed for 1982/1983: chairman, Mr N. P. Weir, Dromore; secretary, Mr R. H. Caughey, Dromore; committee — Messrs D. T. Patterson, Lisburn, M. V. A. Napier, Portadown and V. E. Reaney, Hillsborough.

In reply to a question about the Ballymena and District Branch the secretary said he was not aware that any meeting had been held since officers were appointed earlier this year.

Miss Watson said a meeting of the Agricultural and Veterinary Pharmacists Group had been held in Dungannon on April 20 when Mr C. Meddow, MRCVS of the Wellcome Foundation gave a talk on "Anthelmintics and Covexin vaccination programme". The attendance had been disappointing but those present enjoyed and derived great benefit from Mr Meddow's remarks. ■

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ANUSOL TECHNICAL INFORMATION

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ANUSOL Ointment – Each 100g of ointment contains: Bismuth Oxide 0.87g, Bismuth Subgallate BP 2.25g, Balsam Peru BPC 1973 1.87g, Zinc Oxide PhEur 10.75g.

ANUSOL Suppositories – Each 2.8g suppository contains: Bismuth Subgallate BP 59mg, Bismuth Oxide 24mg, Balsam Peru BPC 1973 49mg, Zinc Oxide PhEur 296mg.

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ANUSOL Cream and ANUSOL Ointment provide antiseptic, astringent and emollient properties which help to relieve discomfort associated with minor ano-rectal conditions. ANUSOL Cream also provides lubricating properties for use with suppositories. Indicated for the symptomatic relief of

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Cream and Ointment.

Adults

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Not to be taken orally.

Children

No dose recommended.

Suppositories

Adults

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Children

No dose recommended.

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Rarely, sensitivity reactions. Patients may occasionally experience transient burning on application, especially if the anoderm is not intact. ANUSOL is contra-indicated in patients with a history of sensitivity to any of the constituents.

Legal Category
G.S.L.

Package Quantities

ANUSOL Cream – Tubes containing 23g.
ANUSOL Ointment – Tubes containing 25g.
ANUSOL Suppositories – Packs containing 12 foil wrapped suppositories.
List price to pharmacy (per dozen ex VAT): Cream, Ointment, Suppositories, £7,305, £7,005, £7,435.

Product Licence Holder

William R. Warner and Co. Ltd., Usk Road, Pontypool, Gwent, NP4 0YH.

Product Licence Numbers

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How to stop your customers getting nicked...



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ADDIS

Caring for health and beauty.



COUNTRY COUNTER

By a rural pharmacist

A typically professional Monday morning

Monday is usually very tranquil. The morning surgery is devoted to patients residing outside the one-mile radius. As these number some 4,000, my modest 1,500 near-neighbours know after some 70 years of NHI and NHS that they cannot go sick on a Monday — a privilege granted by the MO to all, even in the most primitive camp reception stations in which I was appointed to dispense during the mid-1940s.

This Monday was different. Instead of a third cup of tea and leisurely application of rainwater to our pet aralea, I was summoned to duty at 09.01 by my assistant of the morning. The azalea had to wait until 5.30pm, the tea degenerated to a state of brackish tepidity and was discarded. My record of the next 1½ hours runs thus:

9.01: Mr Doherty's lettuces had rotted in the middle last year, but it was not botrytis. He wished to avoid a recurrence this year. Consulted Frea's "Elements of Agriculture" and calculated that ¼lb of boric acid suitably applied would prevent this trouble in his particular patch. Gross profit 15p.

9.20: Mrs Cook's doctor from the adjacent practice 7 miles to the East needed a dilution of orciprenaline inhalant with sterile saline to deliver an effective dose in 1ml, inhaled from an electric atomizer. Dilution calculated and ingredients prepared for aseptic transference, all for completion and collection that afternoon.

9.35: Confirmed dilution of salbutamol syrup on three-day-old prescription. This was from a 68-year-old locum who had retreated to his golf club 10 miles away. He thought that "this new fangled stuff" was harmless enough for the six-week-old patient and that was why he prescribed ten minims. A one-in-four dilution was agreed.

9.55: Recommended a pectinase enzyme for a wine-maker whose apple wine needed clearing and told him why. Gross profit, not allowing for time, 11p.

10.10: Dispensing doctor's patient with infective hepatitis asked whether his guests were at risk. The disease was mild, the guests had been staying for three days already, two days to go. Advised bleach in washing-up water, avoidance of loving cups and other communal feeding habits. Gross profit 10p on the bleach but gratitude abundant. "The doctor didn't seem to know and had already rung for the next patient".

10.25: Advised a vague woman requesting a cold water dye which would transform a navy blue acrylic fabric to salmon pink. Gently told not possible. No sale, no profit, no thanks.

From then until lunchtime I sold cough and cold remedies and counter prescribed two antacid mixtures of my

own dispensing, all to the tune of £30. Commander Barnacle RN Retd collected his six-monthly order of concentrated Burgundy juice. His patronage started by successful recommendation of a high-alcohol yeast. The resulting gallon of turnip-top Tokay appealed to his vinous narcissism immensely. He gave me a bottle. It was potent but revolting. Now he is a regular for more acceptable beverages as well.

Finally a local farmer ordered £120-worth of mebendazole for cattle, £4-worth in tablet form for the dogs and piperazine for the children. He did not know that chemists knew about farming matters until he was warned of the dangers of toxocara in pets and children on his first visit for dog worm tablets two years ago.

Why should I tell you all this? These

Continued overleaf

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PEOPLE

Pharmacist Convenor

A former member of the Scottish Executive of the Pharmaceutical Society, Mr Sandy Matheson of Stornoway, has been elected Convenor of the Western Isles Council.

Forty year old Mr Matheson, who became the youngest provost of the Burgh of Stornoway when elected in 1971, has spent 15 years in local government. He is also a member of the Western Isles Health Board and serves on the Board's Area Pharmaceutical Committee.

Mr Matheson was elected to the Scottish Executive in 1974 and served for four years.

As Mr Matheson believes that the Convenorship is virtually a full time job, permitting no parallel distractions, he has already relinquished other outside chairmanships.

Mr Matheson is married with a family of four. He is managing director of the family business, Roderick Smith Ltd, Chemists, 33 Newton Street, Stornoway, Isle of Lewis. ■



Mr Matheson

Hospital awards

The following are awards for 1982 to be presented to hospital pharmacists:

The Merck, Sharp and Dohme Award will be presented to Dr J. Smith and Mrs J. Stephenson, Newcastle, for "An investigation into the provision of information with prescribed antihypertensive drugs" (presentation in London, May 1983). The Nicholas Award goes to Dr. S. Thomas, East Glamorgan Hospital, for a paper on "Development of a surgical dressings monitoring facility," to be presented in London on January 28, 1983. The Travenol Fellowship will be awarded to Dr M. Thomas, Cardiff, for work on "A

miniaturised continuous delivery system for injectable solutions — individual patient control and physico-chemical properties" to be presented in London, November 1983). The ICI pharmaceutical division Travelling Fellowship to Australia has been awarded to Ms A. Biddolph, Southport, for research on "The developing role of the hospital pharmacist in adverse drug reaction monitoring," (presentation in April 1983). ■

Dr Les Ford, PhD, CChem, MRSC, retired last week as Production Editor of *Chemist & Druggist* Directory. Dr Ford obtained his PhD working on amylolytic enzymes at Birmingham University and started his career in the dyestuffs division of ICI. Later he moved to Parke Davis & Co where, as a production chemist, he was involved in the starting up of manufacturing of Chloromycetin by the synthetic route in the later 1940s. In 1954 he moved into journalism on *Paint Technology* moving to *Paint Manufacture*, where he was editor, in 1960. Dr Ford later joined A4 Publications, working on a process plant guide, and joined Benn Brothers, publishers of *Chemist & Druggist*, when A4 were acquired in 1973. He joined C&D staff in 1976, working particularly on the Directory where he has been responsible for the editorial content and the buyer's guide section. He is succeeded on the Directory by Marilyn Dunkelman. ■

Country Counter

Continued from p1041

queries are common to most community pharmacists. They give us all the same exasperation, reward and profit. The reason is that I have been recently puzzled by certain editorial comment in our official journal published at Lambeth. The commentator's first remarks on the NPA's recent statement of policy mention pharmacists' entry into the health food and home brew markets. Does not the report on the practice of pharmacy pioneered by the late F.W. Adams include specialised foods among those items which should be sold by pharmacists? Where does the specialised food stop and the health food start? If home brewers run the risk of faulty fermentation and even toxic by-products who is the best person to consult — the person with specialised knowledge or the girl at the check-out? Is not the pharmacist rather than the layman more capable of distinguishing truth from

quackery?

The author of a subsequent article, arguing by analogy, asks "Should not doctors and lawyers start up in retail business and thus establish a suitable relationship with potential clients for their professional services?" At the worst this is feeble facetiousness, at best unforgivable confusion of thought. The dictionary's definition of profession draws no distinction between the supply of goods and services, but it is generally acknowledged that while pharmacy is a trading profession, law is not. Medicine is becoming more so in rural areas where its monopolistic contract extends even to the supply of gluten-free foods on the NHS.

Pharmacists the world over will be a trading profession as long as they supply goods. They too are chemists and druggists, even if they do not share the title in all countries. In this professional role I am as happy to be supported by the youthful helmsmen at *Chemist & Druggist* and NPA as I am deeply disturbed by the senile semantics and irrelevant dogma of our official journal. ■

Deaths

Brown. Recently, Albert Clifford Brown, FPS, 16 Towers Road, Hatch End, Middlesex. Mr Brown was principal pharmacist at King Edward VII Hospital, Windsor, until his retirement some two-and-a-half years ago. He qualified from Leicester School of Pharmacy after a retail apprenticeship and spent some time in retail management before and during the war. He entered the hospital service before nationalisation and held several appointments before moving to Windsor, where he had been for almost 20 years. Mr Brown was awarded the Pharmaceutical Society's Herbarium Silver Medal (established to encourage the study of botany) in 1936. He is survived by his wife, Mrs Mary Brown, FPS, two sons and a daughter. ■

Wilson: Mr Alfred Fyffe Wilson, of 23 Clandeboye Road, Bangor, co Down on Sunday, May 23. Mr Wilson registered in 1943 and was in business for many years at 23 Clandeboye Road, Bangor. ■

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MP may seek debate on emergency pay

Mr John Tilley, MP, is to seek a meeting with the Health Minister on emergency duty payments for hospital pharmacists. If the meeting is unsuccessful, attempts will be made to hold a Parliamentary debate on the subject.

Mr Tilley, who is chairman, ASTMS Parliamentary committee, was one of the MPs present at a "lobbying session" held by hospital pharmacists last week at the House of Commons. He pointed out that by offering payment, however small, the Government had already conceded a major principle.

Ms Donna Haber, ASTMS divisional officer with responsibility for the Guild of Hospital Pharmacists, gave the 12 or so MPS who attended, a brief history of the negotiations which had culminated in the Pharmaceutical Whitley Council management side offer of £2.70 per session of on-call or stand-by duty (£4 if topped up from the salary bill), with no payment for work done if called out and £250 per annum for resident pharmacists. She urged Guild members to keep up the pressure on local district management teams and health authorities, and to lobby their MPs until they gave a commitment to fight the pharmacists' case.

Mr R.M. Timson, Guild president, said that the Pharmaceutical Whitley Council staff side would continue to press for the original claim of £11 per period of on-call, £12.75 for work done per two-hour period, and £30.50 stand-by fee.

Strike support

Several hospital pharmacists participated in the TUC's one day stoppage of work on May 19, although the exact numbers are unknown. The Guild's district members reported to a Council meeting after the "lobbying session" that areas particularly active in support were Cardiff, Nottinghamshire, London, Glasgow, Gateshead, Sheffield and Ormskirk.

C&D understands that in one hospital, the whole pharmacy closed for a day, others did half-day "shifts" and in some pharmacies the ASTMS members stopped work while the non-members kept the department open. More one-day stoppages are planned for June 8 and, with the exception of Wales, for June 4.

Council heard that Guild members felt further guidance was needed on what action to take and how to organise the stoppages better. Council agreed in principle to continue to support the TUC

campaign and to tell members that, while concentrating their efforts on achieving out-of-hours payments, they should decide locally what action to take in conjunction with local ASTMS branches and other unions. Members must give notice of any action planned. ASTMS policy was that any member may be asked to support strike action but the decision to strike would be left to the individual and not be enforceable unless called by a member's own section within the union.

Refusal by hospital pharmacists to collect out-patient prescription charges would be in order but Council agreed that such action should be deferred until later when Council may advise it in support of the out-of-hours dispute.

The information collated by district members on the likely outcome of the management of pharmacy services in NHS reorganisation was noted. Council reiterated that district pharmaceutical officers should be accountable directly to the authorities in accordance with a letter from joint secretaries of the Pharmaceutical Whitley Council. Where a DPhO with a practice role was envisaged he or she should be accountable directly to the authority in the same way. Council emphasised the importance of local vigilance on reorganisation plans and of the filling of DPhO posts which should be negotiated regionally. Ms Haber confirmed that only grades 4a, 5 and area pharmaceutical officer posts should be affected by reorganisation and for posts below that, contracts should be transferred to the new authorities.

Council noted that payment of removal expenses for Grade 2 pharmacists was still being pursued by the General Whitley Council, which had recently agreed that the matter should be referred for detailed consideration by the joint secretaries of the General Whitley Council and of the Pharmaceutical Whitley Council. ■

Surely doctors are supposed to cure complaints rather than prescribe them, says our subscriber who received this FP10

*Complaint
One day
4 Feb.*

TSS — 25 reported cases to date

A total of 25 confirmed or probable cases of toxic shock syndrome had been received by the Central Public Health Laboratories up to the end of April. Of these 24 were associated with menstruation and one occurred in a woman with a breast abscess post partum.

Details of these cases are reported in last week's *British Medical Journal*. Two patients died and six were thought to have had recurrent attacks — usually earlier, milder ones. Tampons were used by all the menstrually-associated patients: nine women used Lil-lets; eight Tampax; one Tampax or Playtex; three Playtex; one Boots, and for three the brand was unknown. The authors comment that the number of cases associated with each brand probably reflects the popularity and does not necessarily quantify a risk.

Staphylococcus aureus was isolated from the vaginas of 21 of the patients with menstrually-associated disease. Isolates from 20 women were examined at the laboratories at Colindale — 18 of the women had strains that produced staphylococcal enterotoxin F and all 12 strains tested produced pyrogenic exotoxin A. The authors note that the latter toxin has been reported as a cause of the skin reactions seen in staphylococcal scarlet fever and may have a similar role in toxic shock syndrome.

Although colonisation or infection with a toxigenic staphylococcus appears to be a pre-requisite for TSS the precise aetiology of the disease has not been determined. The authors say that tampons are clearly important to the development of menstrually-associated disease. Differences between the US and Britain in the number of women who use tampons and the types preferred might help to explain why TSS has been less frequent here, they suggest.

In an editorial in the same issue, Dr Susannah Eykyn, reader in clinical microbiology, St Thomas' Hospital, says that the low number of cases in Britain is unlikely to represent underdiagnosis in view of the wide publicity about TSS. There is no justification at present for any suggestion that women should avoid using tampons since the risk of developing the syndrome is extremely small, she concludes. ■

Milk guidelines

Guidelines on the implementation of the WHO code of practice on the advertising of artificial baby milk products by the infant food industry and by health workers will be sent out shortly for consultation, Mr Geoffrey Finsberg announced in a Commons written answer. The guidelines will include proposals on advertising and marketing practices and their monitoring. ■

LETTERS

Unpalatable!

First it was Fybogel Orange, now we have Asilone Orange — what will we have next in orange? And how about lemon, lime, raspberry, strawberry, blackcurrant, peach, pear, pineapple, apricot, cherry banana, etc, etc, etc?

Please let us put an stop to what I can see as the future development of a multiplicity of flavours. We already have to make space on our overcrowded shelves for varieties of the same drug(s) in several strengths and formulations, as generics and under an assortment of proprietary names. By all means change the flavour if it will increase the palatability of a necessary medication, but we must nip this proliferation of flavours in the bud while we still can.

We are pharmacists, here to help cure the sick. We are not confectioners in sweet shops offering a variety of flavours to our customers. We have neither the space to do so, nor the capital to invest in a duplication of stocks merely to provide a choice of flavour. The only people who will gain from this will be the manufacturers. We will have to increase

our stocks, each flavour will turn over at a slower rate and ultimately we will have even more out of date "waste".

Wholesalers — you are in the same boat as we are. How about getting together and refusing to stock a new flavour until the old one is withdrawn or discontinued? Why should we all lose out because the manufacturers are trying to increase their market shares by "flavour warfare"? If this battle is allowed to escalate, where will the war end? Up a gum tree!

Susan I. Gerstle
London E17

POM change fears

I was interested to read the report and your comment on the recent AESGP (European Proprietary Association) annual meeting because what I have read into their discussions has left me with some concern too.

Those of us who have been advocating the gradual relaxation of the POM rules, to enable retail pharmacists to sell some of the more efficient drugs at present denied them, *should* have been encouraged to read the reports. After all, the theme of "Health for all & new challenges for self-medication" prompted several speakers to support the above aim.

Why then, do I feel disquiet, particularly with the contribution of Mr James Cope of the USA? Two of his

remarks, in particular, worry me.

The first — and it must be admitted understandable, given the nature of the Association — was, to me, an undue emphasis on the "sales opportunities" resulting from more OTC medicines. I would argue that the relevant authorities who control the poisons classification of drugs are not going to be moved or even impressed by such arguments, good as they might be for the companies concerned.

Moreover, it is to be hoped that most pharmacists look to change as a means of promptly and efficiently getting the right medication to the patient for the relief of suffering. A secondary benefit is to reward the pharmacist's desire to make the most of his training, and to be a useful member of the primary health team. It can be very irksome to suffer from constraints not always applicable in practice to receptionist and nurses.

The second source of worry was a reference to sales in "all kinds of retail outlets." If this is to be the goal, then I shall require some assurance from Mr John Wells of the PAGB, that a sense of responsibility will be shown in the marketing of the new drugs. Notwithstanding the safeguards inherent in the pharmacy-only category, I should otherwise prefer to see the new products available only as counter-prescription packs of the "ethicals" manufacturers.

C.D. Ross
Bourne, Lincs

Advertisement Materials

We should like to draw the attention of advertisers to paragraph 4 of the Conditions of Acceptance of Orders, which states:

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Boots retail profit down — a 'disappointing result'

Profits for Boots retail division were down by 17.4 per cent for the year ended March 31, although sales were up by 10.5 per cent. In acknowledging that the division (which includes Boots the Chemists and Timothy Whites) has not had an easy year, the company says high unemployment, a fall in real disposable income, fierce competition in the High Street, and a further fall in the profitability of NHS dispensing explain the disappointing result.

Turnover increased from £1,209m in 1980-81 to £1,336m in 1981-2, but profit fell from £77.2m to £63.8m, a 17.4 per cent decrease. During the year eight new branches were opened and five extended. Taking into account the closures there was a 4 per cent increase in floorspace of 19,000 sq m.

The key Christmas trading period was

badly affected by the severe winter weather. Nevertheless, counter sales by Boots the Chemists increased by just over 8 per cent of which 2 per cent was real growth, price inflation accounting for just over 6 per cent. The company has continued to bear a heavy burden in cost increases — particularly onerous are those in rates and in public sector charges, it says.

For the group overall, sales increased by 8.3 per cent to £1,487m (£1,374m) and pre-tax profit rose £3.3m to £124.7m, a 2.7 per cent increase. The industrial division continued to make substantial progress, increasing profits by 16.5 per cent. Pharmaceuticals performed well in the UK, and early results following the launch of ibuprofen in the USA are encouraging, says the company. The consumer products business within the

industrial division has continued to expand and is seen by Boots as an area for strategic growth, not only through Boots' retail outlets, but through the marketing of consumer products to third parties in the UK and abroad.

Dr P.T. Main, the chairman, says that despite the problems of this year he believes that the company is coming through the recession in a much healthier state and he is hopeful that the worst may now be over.

□ At a recent meeting of the directors of the Boots Co plc it was agreed that a donation of £50,000 be made immediately to the South Atlantic Fund. ■

Schering sales up

Schering, the West German chemicals and pharmaceuticals company, increased group profits by 28 per cent last year (to DM100m), on a 19 per cent increase in sales. Pharmaceutical sales made up 43 per cent of the total turnover, which rose by 18 per cent to DM1.6bn. Growth was almost entirely from foreign sales which rose by 23 per cent.

The UK subsidiary, Schering Chemicals Ltd, had a turnover of £23.3m, of which 69 per cent (£16.1m) was contributed by pharmaceuticals. In the pharmaceuticals division, turnover was up £1.9m on 1980 and sales increased by 13 per cent. ■

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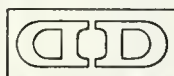
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Chemist & Druggist 5 June 1982

Exploitation of new technology vital, CTPA told

If manufacturing companies do not make use of the new techniques of information technology in manufacturing, sales, and the exploitation of it for their products, they will not be in business in the next five years — it is a matter of “automate or liquidate”.

That message was given to the annual dinner of the Cosmetic, Toiletry and Perfumery Association last week by Mr Kenneth Baker, Minister of State for Trade and Information Technology — “the only Minister for IT in the world”, he said, “and therefore the best!” However, Mr Baker stressed that the cosmetics industry was already a sophisticated user of IT, while 50 per cent of companies in general did not use IT at all. It was one of Britain’s tragedies that she had been brilliant at innovation but rarely made use of her inventions.

The Minister said it was his job to ensure such exploitation, and one of the areas in which Britain still held a world lead was fibre optics. He was concerned with the introduction of cable television within a reasonable timescale, providing many additional services in the home, including security, education, home shopping (which would affect the

cosmetics industry), home banking, etc. Like the coming of the railways in a previous century, cabling would create new industries — and companies must respond to the opportunities it provided if they were to be successful.

Mr Baker praised the cosmetics industry for its balance of trade and said the contribution it made to the trading life of the country was not generally realised — perhaps its “cosmetic” skills were too good, he suggested.

Earlier, the Association’s chairman, Mr Cyril Ashley (chairman, L’Oreal UK) had said there were few industries which attracted the interest of so many ministries, but that had its advantages. The industry sometimes resented the draft EEC directives because it had an excellent safety record and was concerned that unnecessarily restrictive legislation might be imposed. However, it was fortunate to have the co-operation of officials in the UK ministries who sought to ensure that the UK produced fair legislation — often against the biased views of other governments. Mr Ashley argued that legislation should proceed only if it offered advantages to the consumer such as reduction of risk or cost. ■

Searle aims for clinical trials as biotech plant opens

Last week saw the opening of G.D. Searle’s £7 million biotechnology pilot plant.

The plant is the first in the world specifically designed to scale up production of a wide variety of substances produced from recombinant DNA. It

should enable production of sufficient quantities for clinical trials. The new facilities operate in a manner comparable to full commercial production and will also permit Searle to refine mass production processes.

Patrick Jenkin, Industry Secretary, opened the plant, which is sited at Searle’s research and development complex in High Wycombe. It is 7,200 square metres in area and three storeys high. Several processes will be carried out in the plant beginning with fermentation of the genetically engineered bacteria. The

organisms are then separated from the growing medium and the required biological substances extracted. These substances are then concentrated, purified and formulated into pharmaceutical solutions.

A sterile suite operating under maximum cleanliness conditions has been incorporated into the new plant. It is here that the solutions are prepared, filtered and packaged into phials. Searle say the processes in their plant have received full clearance from the Genetic Manipulation Advisory Group as well as the Health and Safety Executive.

Searle have been involved in recombinant DNA research for about 5 years at their molecular biological research centre at High Wycombe. They are currently examining the possibilities of using the technology for producing several products, including interferons, a universal influenza vaccine, components of the sweetener aspartame and potential treatments for gastrointestinal and cardiovascular diseases. ■

Nina Ricci form UK company

Nina Ricci, the French perfumery house, will be handling the marketing, selling and distribution of its fragrances in the UK through its new subsidiary, Nina Ricci (UK) Ltd, from July 1.

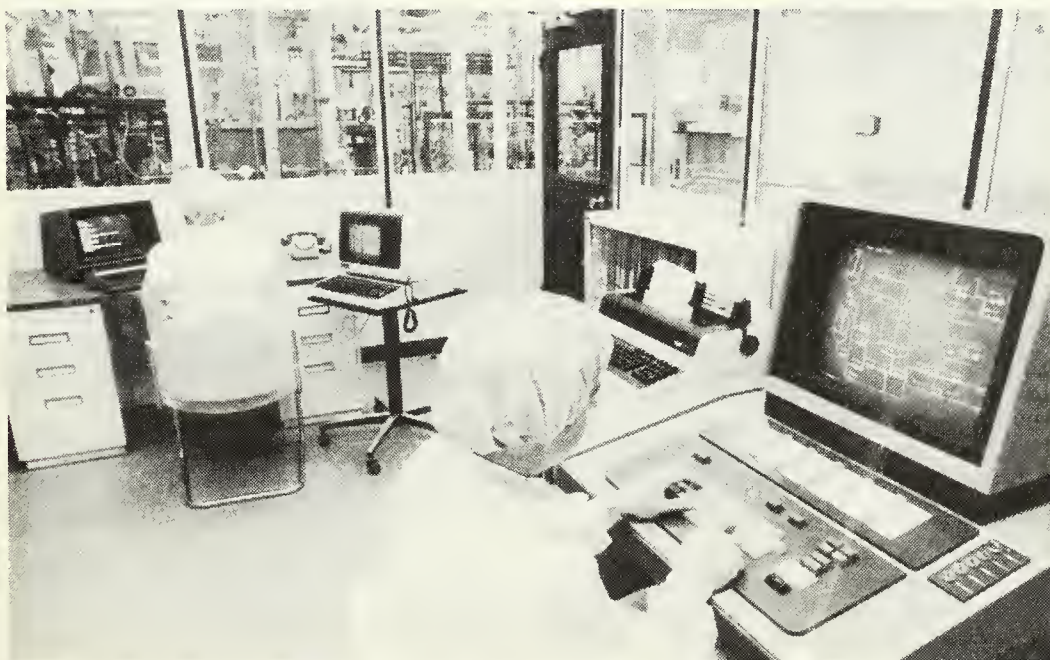
Since 1970 the range has been sold through an appointed distributor, Shulton (GB) Ltd, but the French company’s more recent corporate policy has meant a gradual move towards establishing its own companies in selected markets. Nina Ricci’s two UK directors will be Raymond Simmons and David Jagger.

Mr Simmons says: “The simple fact is that Nina Ricci fragrances have enormous appeal and should have as good a market share here as they do everywhere else. Our objective is to put this right.” The company claims to be the second largest exporter of French perfumes in the world, with L’air du Temps its leading fragrance.

The UK company plan to promote the principal secondary brands — Eau de Fleurs and Farouche — with a heavy promotional and advertising campaign. Inquiries should be addressed to Derwent House, Bedford Avenue, Silsoe, Bedfordshire until the company moves in to its head office at 6 Brook Street, London W1. ■

■ First quarter sales and earnings for 1982 have declined from the 1981 levels, the **Upjohn Co** has reported. Sales were down 4.4 per cent to \$460m and net earnings decreased by 24.5 per cent to \$43m. Chairman Mr R. Parfet said that the exchange rate for overseas business remained unfavourable, but underlying operating performance remained strong. Foreign sales were down 6.4 per cent on the earlier quarter and amounted to 39 per cent of sales.

More business news overleaf



The computer control room of the biotechnology pilot plant. The entire operation is monitored and controlled by a comprehensive computer system, featuring micro-processor technology and computer graphics capabilities. The growth phase of each process is developed using computer memory, so it can be precisely reproduced

Unions keep an eye on new technology

Senior union experts from trade unions in eleven countries, meeting in Manchester last week, have agreed upon a common international programme for the negotiation of technology agreements.

Member unions will be advised to conclude technology agreements covering the procedures for ensuring consultation and negotiation by employers about their investment plans related to new technology, and standards for the protection of employment, the safeguarding of skill levels, and the protection of workers' health and safety.

David Cockcroft, secretary of the International Federation of Commercial Clerical and Technical Employees' technology committee, said: "The health and safety programme will involve the preparation of international trade union handbooks covering nine key subjects, such as problems of check-out operators, visual display unit operators, hazards of photocopying equipment, heating, lighting and ventilation, and noise." One problem, seen as particularly important and which will be the subject of major research work, is the creation of psychological hazards, such as increased stress as a result of new technology. ■

Propellant change

Carter-Wallace have reduced the level of chlorofluorocarbons in their UK Arrid aerosols by approximately 30 per cent, based on 1976 usage.

The company has installed a hydrocarbon filling facility in its factory giving flexibility to fill chlorofluorocarbons alone, CFC / hydrocarbon blends or hydrocarbon propellants alone. A separate external filling room has been constructed, designed to withstand explosive pressures with a roof that acts as an explosion relief panel.

A hydrocarbon storage tank and supply system, twelve head filling machine, primary and secondary ventilation, and gas detection and control monitor have all been installed. The complete project, from corporate approval to final installation was completed in 12 months. Transition from CFC to mixed gas propellants was smooth and efficient, the company says, with only five working days between producing the last CFC-filled cans and the first with the new formula propellant. ■

■ Nordisk-UK have moved to new offices at Highview House, Tattenham Crescent, Epsom, Surrey KT18 5QJ (telephone Burgh Heath 60621; telex 9852153). Their insulin products continue to be distributed by Leo Laboratories Ltd.

Chinese prices firm

London, June 1: Reports by buyers lately back from attending the Canton Fair indicate that the Chinese were quoting firm prices. Bargaining was difficult with Peking strictly inflexible. To mention one particular chemical, aspirin, that was keenly sought after, there appeared to be no stocks thus repeating the position at the fair a year ago.

Imports from China of many important items, such as certain vitamins, antibiotics, and sulpha drugs, have recently been subjected to an import duty because the EEC quota allowed in free of duty has been exceeded.

Pharmaceutical chemicals

Acetarsol: £25 kg in 50-kg lots.
Ascorbic acid: (per kg) 25-kg £6.05; 500-kg £5.30-£5.78 as to source; coated £6.27 — (25-kg lots).
Aspirin: Ten-ton lots from £1.80 kg for imported material.
Bismuth salts: £ per kg.

	50-kg	250-kg
salicylate	12.06	£11.75
subcarbonate	7.50	7.26
subnitrate	5.73	5.59

Caffeine: BP anhydrous £4.20 kg for 250-kg minimum.
Chloramphenicol: *levo* BP '80 £20 kg in 500-kg lots.
Citric acid: BP per metric ton single deliveries, granular monohydrate £841; anhydrous £887 (powdered £25 premium per 1,000 kg).
Cocaine: Alkaloid £1,076 kg; hydrochloride £947.70.
Folic acid: 100-kg lots from £65 kg.
Iodine: Resublimed £11.10 kg in 250-kg lots; crude 99.5% £8.50 in 500-kg lots.
Mersalyl: Acid £80.85 kg in 10-kg lots; £77 kg in 24-kg lots.
Paracetamol: (Per kg) 10-ton contracts from £2.80 to £3.10; 1-ton £3.15. Premium for d/c £0.35 kg.
Potassium citrate: Granular £1,010 per metric ton. 5-ton contracts £1,002 ton.
Saccharin: BP sodium, powder £3.50 kg; crystals £3.20, both for 250-kg lots.
Sodium citrate: Granular £841 metric ton; powder £866. Five-ton contracts £835 for granular — all in lined bags.
Sodium nitrate: BPC Recrystallised £1.78 kg for 50-kg lots.
Sulphadimidine: £4.40 kg for imported in ½-ton lots.
Sulphanilamide: BPC '68 £2.20 kg in 1-metric ton lots.
Tetracycline: Hydrochloride £15 kg in 250-500 kg lots.
Theobromine: Alkaloid; limited quantities about £25 kg.

After a long absence limited quantities of theobromine alkaloid were on offer again at about £25/kg. Dearer from June 1 are certain bismuth salts, acetarsol and mersalyl. On the same day cocaine prices were sharply advanced as the alkaloid went well above the £1,000 kg mark. The new rates for this and other changes are given below.

Botanicals are mostly firmer reflecting the tight supply position of many items. After a long period of stability the prices of Tinnevely senna pods and leaves have risen. Also from India valerian root cif quotations are £450 metric ton higher than previously. Podophyllum, jalap and Curacao aloes are unquoted in all positions. ■

Crude drugs

Aloes: Cape £1,510 metric ton spot; £1,495, cif. Curacao unquoted.
Balsams: (kg) Canada: £16.65 spot; £16.75 cif. Copaiba: Spot and cif unquoted. Peru: £9.75 spot; £9.85, cif. Tolu: Spot £5.85.
Belladonna: herb £1.10 kg spot; £1.14, cif; leaves £1.14 kg; £1.80, cif; root no spot; £2.34 kg cif.
Benzoin: £137 cwt, cif.
Cascara: £1,375 metric ton spot; £1,365, cif.
Cloves: Madagascar £6,000 metric ton spot £5,725, cif.
Cochineal: (kg) Tenerife black brilliant £13 cif; Peru silver grey £20.80 spot.
Hydrastis: Spot £29.60 kg; £29.65, cif.
Ipecacuanha: Costa Rican £57 kg, cif. Matto Grosso unquoted.
Kola nuts: £220 metric ton spot; £240, cif.
Lobelia: European, no spot, £1.60 kg, cif.
Podophyllum: Unquoted.
Seeds: (metric ton, cif). Anise: China star £1,950. Celery: Indian £525. Coriander: Moroccan £295. Cumin: Indian £1,200. Fennel: Chinese £575. Fenugreek: Moroccan unavailable; Indian £375.
Senna: (kg) spot Alexandria pods hand-picked from £1.80 upwards; manufacturing £0.58 Tinnevely faq leaves £0.53; pods, faq £0.48; hand-picked £0.55.
Valerian: European unquoted. Indian, no spot; £1,900, cif.

The prices given are those obtained by importers or manufacturers for bulk quantities and do not include value added tax. They represent the last quoted or accepted prices as we go to press.

Scottish Executive Candidates

The following are candidates in the forthcoming election for the Scottish Executive of the Pharmaceutical Society:—
Mr Robert Arthur Brodie, Balerno, Midlothian. Employee in community practice.

Mr Alexander Cowan, Bannockburn. Proprietor. Member of Executive since 1958; chairman 1965-68.

Mrs Patricia Ann Duncan (nee Neilson), Broughton Ferry, Dundee. Employee in community practice.

Mr James Hay Henderson, Dunfermline. Superintendent of a Co-operative Society. Member of Executive 1964-67 and from 1973.

Mr John Irvine, Largs, Ayrshire. Employee in community practice.

Member of Executive since 1979.

Dr Thomas Reid Lowther, Edinburgh.

Chief Administrative Pharmaceutical Officer, Lothian Health Board.

Mrs Margaret Macpherson McCrorie (nee

Gallacher). Superintendent in community practice.

Mr Graeme Stewart Millar, Edinburgh. Proprietor.

Mrs Shelia Helen Paterson (nee Warren) Aberdeen. Formerly Chief Administrative Pharmaceutical Officer, Borders Area.

Mr James Stewart, Glasgow. Proprietor. Member of Executive since 1967, chairman 1972-74.

COMING EVENTS

Tuesday, June 8

South East Metropolitan Branch, Pharmaceutical Society, Lewisham medical centre, Lewisham Hospital, High Street, London SE13 6LH, at 8pm. An evening with Parke-Davis Ltd.

Advance Information

Institute of Packaging, Hilton Hotel, Stratford-upon-Avon, October 13-15, 14th national conference on the "Way ahead for packaging." Inquiries to the Conference secretary, Institute of Packaging, Fountain House, 1a Elm Park, Stanmore, Middx, telephone 01-954 6277. White House, University of Sussex, October 3-8, residential education course on "Packaging of pharmaceuticals." Inquiries to Education Officer, Institute of Packaging.

The Filtration Society, Philadelphia, United States of America, September 13-17, the World Filtration Congress III. Details available from The Filtration Society, 2 Woodstock Road, Croydon CR9 1LB, telephone 01-686 6330/9.

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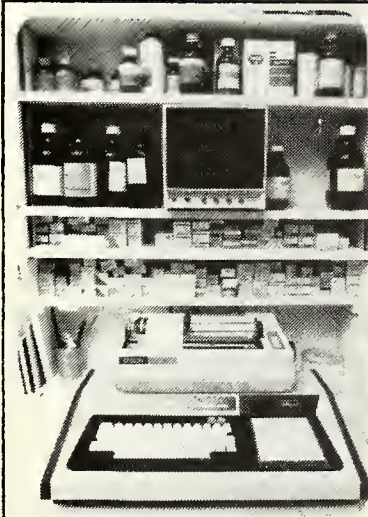
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WINNEFORD'S				
Magnesia Gripe Water (125 ml)	pm	75	12	5.98
WILLIMAN'S EMBROCATION				
Universal Royal, Standard (70 ml)	pm	72	12	5.74
Universal Royal, Large (110 ml)	pm	102	12	8.13
WYKMIN "FRUIT SALT"				
10 Sachet (10 Single Dose Packs)	pm	72	12	5.74
Standard (109 g)	pm	97	6	3.87
Large (218 g)	pm	159	6	6.34
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Liquid Nappy Cleanser Standard	*	80	12	6.26
Liquid Nappy Cleanser Large	*	155	6	6.07
WYKMIN TEEDMANS				
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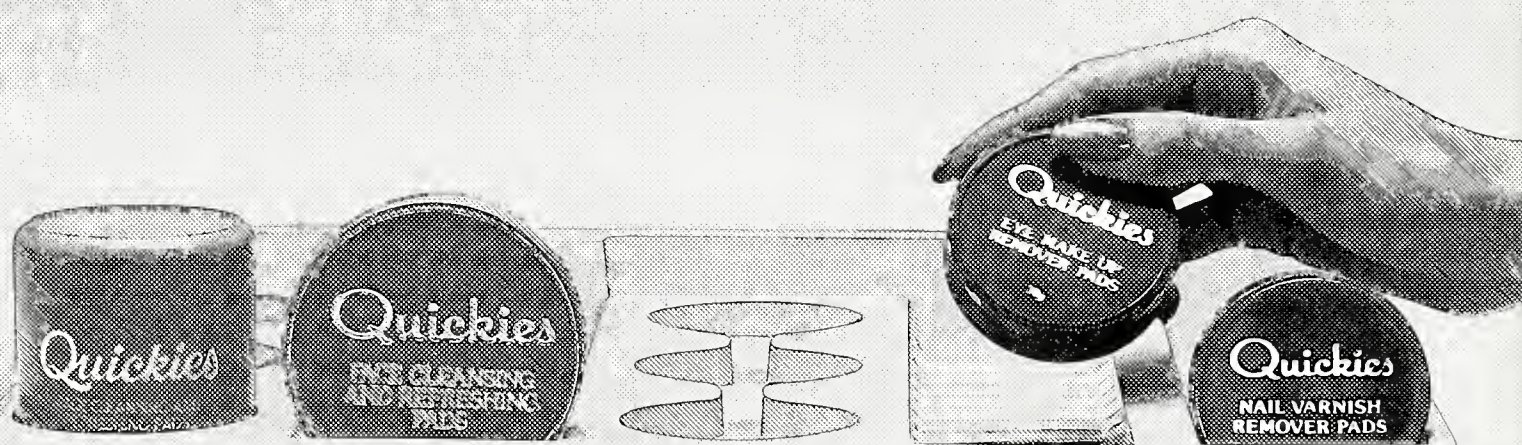
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